

Message Text

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NEA/ARP S.W.BUCK

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FM SECSTATE WASHDC

TO AMEMBASSY JIDDA

INFO AMEMBASSY CAIRO

AMEMBASSY BONN

AMEMBASSY BEIRUT

AMEMBASSY LAGOS

AMCONSUL DHAHRAN

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E.O. 11652: N/A

TAGS: BDIS; BBAK, SA, EG, NI

SUBJ: RYAN CONSULTING

REF : JIDDA 4379, STATE 123885, BEIRUT 6629

1. COMMERCE INFORMED BY D&B OFFICE RALEIGH N.C. THAT
VERCON PRODUCTS INC., 620 ARCHDALE DRIVE, CHARLOTTE HAS
BEEN REQUESTING MANUFACTURERS IN AREA TO ACCEPT VERY
SUBSTANTIAL ORDERS FOR CONSTRUCTION MATERIALS AND EQUIPT
FOR SHIPMENT TO VERCON/RYAN PROJECTS IN SAUDI ARABIA
WHICH INVOLVE CONTRACTS VALUED AT 26,000,000 WITH SAG
AGENCIES INCLUDING A LARGE CONDOMINIUM IN RIYADH, PLUS
A NEW RESIDENCE FOR THE WIDOW OF KING FAISAL. VERCON IS
REPORTEDLY A RELATIVELY NEW COMPANY SPECIALIZING IN
PREFABRICATED HOUSING AND BUILDINGS OF WHICH L. NEIL
MCCONNEL IS PRESIDENT. LATTER AMCIT SAID TO BE IN SA
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NOW WORKING WITH RYAN ON PROGRAMS DEVELOPMENT, AND POSSIBLY

ON INDEPENDENT PROJECTS.

2. COMMERCE ALSO HAS REPORT FROM VICE PRESIDENT OF PORTLAND OREGON FINANCING FIRM WHO MET WITH RYAN AND MCCONNEL IN ROME DURING APRIL/MAY THAT FORMER WAS JUDGED TO BE VERY POOR AND UNRELIABLE ASSOCIATION RISK, BUT THAT

MCCONNEL HAD IMPRESSED ITALIAN CONSTRUCTION FIRM REPRESENTATIVES WHO PARTICIPATED IN MEETINGS AS BEING COMPETENT AND EFFECTIVE. NO EARLY BUSINESS COLLABORATION PLANS RESULTED FROM THESE NEGOTIATIONS, HOWEVER, AND INFORMATION GIVEN DOES NOT CLARIFY EXTENT TO WHICH VERCON IS INVOLVED DIRECTLY IN RYAN OPERATIONS. EMBASSY REQUESTED TO REPORT ANY MCCONNEL/VERCON OPERATIONS THAT ARE BROUGHT TO POST'S ATTENTION.

3. AS PER EMBASSY'S SUGGESTION IN FIRST REFTEL, COMMERCE WILL ALERT TEHRAN TO POSSIBILITY OF RYAN'S MOVING IN THAT DIRECTION FOR PROMOTIONAL EFFORTS. SIMILAR INFORMATION WILL BE PROVIDED TO EMBASSY MADRID SINCE MCCONNEL TOLD SOME CAROLINA SUPPLIERS THAT RYAN/VERCON EXPANSION INTO SPANISH PROJECTS WAS CONTEMPLATED. INGERSOLL

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